

**STATE OF HAWAII
STATE PROCUREMENT OFFICE**

**SPO Price List No. 05-13 (Statewide)
Revised May 27, 2005**

**PUBLIC SAFETY COMMUNICATIONS CONTRACT
(TWO-WAY RADIOS AND RELATED EQUIPMENT)
WSCA RFP NO. 02702
December 1, 2004 to October 29, 2006**

INFORMATION ON WSCA. The Western States Contract Alliance (WSCA) is a multi-state contracting consortium of state governments, that the State of Hawaii is a participating member. The mission of WSCA is to implement multi-state contracts to achieve cost-effective and efficient acquisition of quality products and services.

The State of Washington, lead agency and contract administrator for the WSCA public safety communications contract, issued a competitive sealed proposal on behalf of WSCA and awarded contracts to various qualified communication equipment providers. The State Procurement Office (SPO), on behalf of the executive branch and the purchasing jurisdictions listed below, has joined the WSCA wireless communication equipment and service contract.

PARTICIPATING JURISDICTIONS. The participating jurisdictions listed below are not mandated to purchase from this contract and price list waivers will not be required for purchases from sources outside of this price list. However, Chapter 103D, HRS, and the procurement rules shall apply to purchases outside of this contract.

Executive Branch
Judiciary
Legislative Branch
Department of Education
City & County of Honolulu
County of Maui

County of Kauai
County of Hawaii
Honolulu Board of Water Supply
Kauai Department of Water
Office of Hawaiian Affairs

POINTS OF CONTACT. Questions regarding equipment and services should be directed to the vendor or their authorized representative. Questions or concerns regarding this price list may be directed as follows:

<u>Jurisdiction</u>	<u>Name</u>	<u>Telephone</u>	<u>FAX</u>	<u>E-mail</u>
Executive	Alvin Washiashi	586-0571	586-0570	alvin.washiashi@hawaii.gov
Judiciary	Newton Sakamoto	538-5805	538-5802	newton.t.sakamoto @courts.state.hi.us
House	Patricia Mau Shimizu	586-6400	586-6401	adele@capitol.hawaii.gov
DOE	Procurement Staff	675-0130	675-0133	Connie Chun/PROCURE/ HIDOE@notes.k12.hi.us

<u>Jurisdiction</u>	<u>Name</u>	<u>Telephone</u>	<u>FAX</u>	<u>E-mail</u>
U.H.	Jamie Wong (primary) Rod Sakuma (alternate)	956-8687 956-8687	956-2093 956-2093	jamiew@hawaii.edu rods@hawaii.edu
Honolulu City and County	Mike Hiu	523-4795	527-6834	mhiu@honolulu.gov
Maui County	Greg King Bruce Milliken Faye Okazaki	270-7488 270-7489 270-7492	270-7138 270-7138 270-7138	greg.king@co.maui.hi.us bruce.milliken@co.maui.hi.us faye.okazaki@co.maui.hi.us
Kauai County	Florence Kakuda Elmer Muraoka	241-6294 241-6295	241-6297 241-6297	fkakuda@kauaigov.com emuraoka@kauaigov.com
Hawaii County	Bill Gray	961-8231	961-8248	bill_gray@co.hawaii.hi.us
Honolulu Board of Water Supply	Leigh Miyashiro	748-5862	748-5109	lmiyashiro@hbws.org
Kauai Department Of Water	Clarita M. Remigio	245-5423	245-5813	cremigio@kauaiwater.org
Office of Hawaiian Affairs	Ernest Kimoto	594-1954	594-1865	erniek@oha.org

VENDORS. For additional information about this contract, visit the WSCA website at www.aboutwsca.org. However, please be aware that not all vendors listed on this WSCA contract are authorized to market their equipment to State of Hawaii agencies through this contract. Only those vendors that signed a participating agreement with the State Procurement Office and have complied with the certification requirements of 3-122-112, HAR, have that authority. The following is the list of authorized vendors and their local representative. The awarded contract items for these vendors are attached to this price list.

1. Harris Corporation, Microwave Communications Division
State of Hawaii authorized representative:
Pacific Wireless Communications, LLC (PWC)
710 Kakoi St.
Honolulu, HI 96819
Contact Person: Dale Mau
Phone Number: 837-4337
2. Motorola, Inc.
State of Hawaii authorized representative:
Pacific Wireless Communications, LLC
710 Kakoi St.
Honolulu, HI 96819
Contact Person: Dale Mau
Phone Number: 837-4337

STATE OF HAWAII AUTHORIZED REPRESENTATIVE. The State of Hawaii authorized representative refers to the Hawaii company authorized by the WSCA vendor to provide the vendor's product and services. When ordering products or services, agencies should contact the vendor's State of Hawaii authorized representative.

PURCHASE ORDERS. Purchase orders and payments shall be issued in the name of the vendors and not their State of Hawaii authorized representative. To qualify for the WSCA pricing, type on the purchase order "WSCA Public Safety Communication Contract, RFP No. 02702" and the SPO Price List No. 05-13.

Agencies will need to check with the vendors if purchasing cards (pCards) are accepted.

VENDOR CODES. Vendor codes for annotation on purchase orders are obtainable from the "Alphabetical Vendor Edit Table Report" available at your department's fiscal office. Agencies are cautioned that the remittance address on an invoice may be different from the address of the vendor code annotated on the purchase order. Therefore, when processing an invoice for payment, be sure the correct vendor code is used.

PRICING. All delivery charges to Hawaii shall be identified and agreed upon before a purchase order is executed using this contract and included as a separate line item on the invoice.

DELIVERY TIME. Refer to each contractor's information sheet for specific delivery times.

WARRANTY. Warranty shall include as a minimum, full parts and labor for one-year from the receipt and acceptance of materials or equipment by the purchasing agency. The contractor agrees to warrant and assume responsibility for each item under this contract. If problems arise, the contractor or its authorized representative shall repair or replace the product whose defect or noncompliance is discovered and made known to the contractor. At the time of delivery, a copy of each item's warranty shall be provided.

PRICE LIST AVAILABLE ON THE INTERNET. This price list is available at the SPO website: www.spo.hawaii.gov. Click on Price List and Vendor List in either the Procurement of Goods, Services and Construction - Chapter 103D, HRS or the Awards menu.

ADDITIONAL CONTRACTORS ADDED TO THIS PRICE LIST. Additional contractors may be added to this price list as Participating Agreements are entered into between the State of Hawaii and the various companies that were awarded items under the WSCA Request for Proposal No. 02702.

RUTH E. YAMAGUCHI
Procurement Officer

**HARRIS CORPORATION
PHASE I**

HARRIS MCD DISCOUNT SCHEDULE FOR WSCA PHASE I INCL. ACCESSORIES			
			Percentage Discount Off List Price*
1	Constellation 6 GHz	8 x T1	59%
2	Constellation 6 GHz	16 x T1	59%
3	Constellation 6 GHz	28 x T1	60%
4	Constellation 6 GHz	OC3	61%
5	Constellation 6 GHz	3 DS3	60%
6	Constellation 10/11/GHz	8 x T1	60%
7	Constellation 10/11/GHz	16 x T1	60%
8	Constellation 11 GHz	28 x T1	61%
9	Constellation 11 GHz	OC3	65%
10	Constellation 11 GHz	3 DS3	63%
11	MegaStar 155-6 GHz	OC-3	53%
12	MegaStar 155-11 GHz	OC-3	52%
13	MegaStar 155-6 GHz	3 DS3	54%
14	MegaStar 155-11 GHz	3 DS3	52%
	(See Constellation above for OC3 and 3 DS3 radios. MegaStar available for system expansions)		
15	MicroStar 18 ext mux	28 x T1	50%
16	MicroStar 18 ext mux	28 x T1	50%
17	MicroStar 18 ext mux	16 x T1	50%
18	MicroStar 18 ext mux	16 x T1	50%
19	MicroStar 23 ext mux	28 x T1	44%
20	MicroStar 23 ext mux	28 x T1	44%
21	MicroStar 23 ext mux	16 x T1	44%
22	MicroStar 23 ext mux	16 x T1	44%
23	Galaxy 18 GHz	OC3	37%
24	Galaxy 23 GHz	OC3	36%
25	Aurora 5.8, unprotected	1 X T1	47%
26	Aurora 5.8, unprotected	2 X T1	56%
27	StarView	NMS	10%
28	FarScan for Windows	SW	NO CHARGE
29	CAU remote alarm unit	32 alarms	\$1,920
30	MicroStar order wire		\$225
31	Constallation order wire		\$625
32	MegaStar order wire		\$625
33	Rack and fuse panel*		\$500
34	M13 mux		\$2,519
35	OEM equipment		Per price list attached
	**Space Diversity additional cost		

*Contact Local Representative For List Price Information.

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**HARRIS CORPORATION
PHASE II
Category 5, Microwave**

Manufacturer	Freq. Band	Capacity in T1's	Part Number	Total Price**
Hot Standby – Terminal – 6 GHz				
Harris	6 GHz	28T	RC306EESTPH#B000B	\$26,425
Harris	6 GHz	SONET-OC3	RY106EGTPB##000B	\$27,544
Non-Hot Standby – Terminal – 6 GHz				
Harris	6 GHz	28T	RC306AESTPH#B000B	\$15,145
Harris	6 GHz	SONET-OC3	RY106AGTBP##000B	\$16,205
Hot Standby – Terminal – 11 GHz				
Harris	11 GHz	28T	RC311EESTPH#B030B	\$27,340
Harris	11 GHz	SONET-OC3	RY111EGTPB##1030b	\$28,118
Non-Hot Standby – Terminal – 11 GHz				
Harris	11 GHz	16T	RC311ACSTPE#B030B	\$14,538
Harris	11 GHz	28T	RC311AESTPH#B030B	\$15,562
Harris	11 GHz	SONET-OC3	RY111AGTBP##1030B	\$16,428
Hot Standby – Terminal – 18 GHz				
Harris	18 GHz	SONET-OC3	Galaxy RX118GZM209D#22	\$24,570
Non-Hot Standby – Terminal – 18 GHz				
Harris	18 GHz	28T	Microstar M/H RK118AZS####0B001 + M13 MUX	\$7,737
Harris	18 GHz	SONET-OC3	Galaxy RX118AZM209D#22	\$13,230
Non-Hot Standby – Terminal – 23 GHz				
Harris	23 GHz	28T	Microstar M RF223EVS####0B41#B + M13 MUX	\$8,616
Harris	23 GHz	SONET-OC3	Galaxy RB123ADS##56B40A	\$15,168
Hot Standby – Repeater 6 GHz				
Harris	6 GHz	28T	RC306ECSAPEEB000B RC306ECSB####000A	\$48,975
Harris	6 GHz	SONET-OC3	RY106EGTPB##0000B RY106EGCPB##0000a	\$55,090
Non Hot Standby – Repeater 6 GHz				
Harris	6 GHz	28T	RC306ACSAPEEB000B RC306ACSB####000A	\$26,765
Hot Standby – Repeater – 11 GHz				
Harris	11 GHz	16T	RC311ECSAPCCB030B RC311ECSB####030A	\$49,521
Harris	11 GHz	28T	RC311ACSAPEEB030B RC311ACSB####030A	\$50,886
Harris	11 GHz	SONET-OC3	RY111EGTPB#P0030b RY111EGCPB#P0030A	\$56,235

**Purchase Discount Off List Price Not Applicable
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Manufacturer	Freq. Band	Capacity in T1's	Part Number	Total Price**
Non Hot Standby – Repeater – 11 GHz				
Harris	11 GHz	16T	RC311ACSAPCCB030B RC311ACSB####030A	\$26,307
Harris	11 GHz	28T	RC311ACSAPEEB030B RC311ACSB####030A	\$27,330
Harris	11 GHz	SONET-OC3	RY111AGTPB#P0030B RY111AGCPB#PB#0030a	\$32,855
Hot Standby – Repeater – 18 GHz				
Harris	18 GHz	SONET-OC3	Galaxy RX118GZM209D#20 RX118GZM209D#20	\$49,140
Non-Hot Standby – Repeater – 18 GHz				
Harris	18 GHz	28T	Microstar M/H RK118AZS####0B001 RK118AZS####0B001 + M13 MUX	\$13,887
Harris	18 GHz	SONET-OC3	Galaxy RX118AZM209D#22 RX118AZM209D#22	\$26,460
Non-Hot Standby – Repeater – 23 GHz				
Harris	23 GHz	28T	Microstar M RF223AZS####0B41#B RF223AZS####0B41#B + M13 MUX	\$15,645
Harris	23 GHz	SONET-OC3	Galaxy RB123ADS##56B40A RB123ADS##56B40A	\$30,336

**Purchase Discount Off List Price Not Applicable
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Motorola

Contractor:	Motorola	Alternate Contact: Bruce Marley
Contact:	Fred Radovich	
Phone:	425-487-5862	858-404-4326
Fax:	425-483-3400	858-404-2594
Email:	Fred.Radovich@motorola.com	Bruce.Marley@motorola.com
Internet Address:	www.motorola.com	
Web catalog address:		
Supplier No.:	1074	
		Order Placement Address:
Payment address:	Motorola, Inc. P. O. Box 100184 Pasadena, California	Motorola, Inc. 24000 35 th Avenue SE Bothell, Washington 98021
Customer Service:	Fred Radovich	
Telephone:	425-487-5862	
Fax:	425-483-3400	
Ordering procedures:		
Credit card acceptance:	Visa, MasterCard	
Minimum orders:		
Delivery time:	Please refer to individual category for delivery schedule, which varies by product and category bid.	
Payment terms:	0% 30 days	
Shipping destination:	Freight on Board (FOB) destination	
Freight:	Prepaid and included	
Palletization:	N/A	
Category:		
Equipment Line items:		
Link to bid Specifications:		
Link to Price Sheets:		
Awarded Phase(s):	Phase I	

**Purchase Discount Off List Price Not Applicable
WSCA Public Safety Current Contract 1-29[1] REV 2003-04-01

MOTOROLA WESTERN DIVISION SALES OFFICES

WA16-Bothell, WA 2400 35 th Ave. SE Bothell, WA 98007 425 487-5782 fax 425 483-3400	OR02 – Lake Oswego, OR 4900 S.W. Meadows Rd, #475 Lake Oswego, OR 97035 No main phone number fax 503 697-4670	TX48 Dallas, TX 2410 Luna Road, Ste 132 Carrollton, TX 75006 972 277-4600 or 800 635-200 fax 972 277-4611
CA25 – San Diego, CA (Div HQ) 6420 Sequence Dr San Diego, CA 92121 800 445-3620 toll-free 858 578-2222 direct	CO01 – Englewood, CO 9800 Mount Pyramid Ct., Ste 200 Englewood, CO 80112 303 689-2800 fax 303 689-2900	CA08 – Los Angeles, CA 312 E. 1 st . St, Ste 520 Los Angeles, CA 90012 No main phone number Fax 213 628-2470
TX09 – Houston, TX 1140 Cypress Station Ste 300 Houston, TX 77090 281 537-3600 fax 281-537-3617	TX32- Austin, TX 7700 W. Parmer Lane Bldg., B-PL34 Austin, TX 78729 512 996-6974	CA36 – Irvine, CA 1900 Main St, Ste 300 Irvine, CA 92614 949 399-4000 fax 949 437-4240
CA18 – Van Nuys, CA 7720 Sepulveda Blvd., Ste B Van Nuys, CA 92450 818 786-1092 fax 818 786-1294	CA78 – Motorola FSO CA 10061 Riverside Dr., PMBB 1046 Toluca Lake, CA 91602 818 843-3068 fax (same as above)	CA69 – Mountain View, CA 805 E. Middlefield Rd Mountain View, CA 94043 650 318-3200 fax 650 318-3310
CA57 – Irvine, CA (warehouse) 17835 Skypark Circle, Ste C Irvine, CA 92614 949 442-1644 fax 949 474-0196	NM01 – Albuquerque, NM 2501 San Pedro N.E., Ste 202 Albuquerque, NM 87110 505 875-1999 fax 505 875-1888	Shawnee, OK 2309 Troon Circle Shawnee, OK 74801 405 395-9448 fax 405 878-6841
Las Vegas, Nevada P.O. Box 98098 Las Vegas, Nevada 89193 775 853-7862 fax 775 853-0924	CA67 – Los Angeles, CA 725 S Figueroa Ave, Ste 1870 Los Angeles, CA 90017 213 362-6726 fax 213 627-3379	Anchorage, Alaska P.O. Box 230882 Anchorage, AK 99532 907 261-5170 fax 907 346-4303
Layton, Utah PMB#194 2146 North Main St, Ste 530 Layton, Utah 84051 801 571-7649 fax 801 571-7258	Billings, Montana 4603 Alkali Creed Rd Billings, MT 59106 406 245-3309 fax 406 245-1567	
Boise, Idaho 11548 W. Rader Dr. Boise, ID 83713 208 377-2080 fax 208 377-2085	AZ43 – Phoenix, AZ 2900 South Diablo Wy. Tempe, AZ 85282 602 271-7500 fax 602 438-1608	

**Purchase Discount Off List Price Not Applicable
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Motorola – Phase I

Req. Item	Comm. Code	Description	Unit	Percentage off Mfg List Price
1.		Digital Mobile/Desktop Radios Astro Spectra Plus Astro Spectra XTL5000	EA EA EA	<u>18.5%</u> <u>25.5%</u> <u>10%</u>
2.		Digital Portables Astro XTS5000 Astro XTS3000 Astro XTS2500 Astro XTS1500	EA EA EA EA	<u>18.5%</u> <u>27%</u> <u>23.5%</u> <u>5%</u>
3.		Analog Mobile/Desktop Radios MCS200 CDM SERIES (750, 150, 1550) LCS2000	EA EA EA	<u>26.5%</u> <u>25%</u> <u>20%</u>
4.		Analog Portable Radios MTS2000 HT1000 HT1250 HT750 EX500/EX600	EA EA EA EA EA	<u>28%</u> <u>36%</u> <u>35%</u> <u>35%</u> <u>20%</u>
5.		Infrastructure/Fixed Equipment Quantar Base/Repeater Stations MTR2000 Base/Repeater Stations DIU-3000 Digital Interface Units Astro-TAC 3000 Voting System Spectra-TAC Voting System Quantar Voting Receivers Gold Elite Consoles Trunked Controllers	EA EA EA EA EA EA EA EA EA	<u>20%^</u> <u>27%</u> <u>15%</u> <u>15%</u> <u>15%</u> <u>15%</u> <u>15%</u> <u>18.5%</u> <u>18.5%</u>
6.		Support Services	EA	\$168.75
7.		Installation Services	EA	\$168.75
8.		Repair Services	EA	\$168.75

**Purchase Discount Off List Price Not Applicable
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Motorola – Phase I

MOTOROLA REPRESENTATIVE WSCA CONTRACT RADIO MODELS

The following Motorola radio models are representative examples of the VLHF radios available on the WSCA contract. Contract users are requested to contact Motorola for other versions & frequency bands of each series of radio model. The WSCA RFP required Manufacturer price pages for the complete line of Motorola radios available on the WSCA contract are on file with WSCA Purchasing.

MODEL NO.	DESCRIPTION	CONTRACT PRICE
P25 DIGITAL TRUNKED PORTABLE RADIOS:		
H18KEF9PW6_N w/options: Q806,H38,Q361,H14,H301,NTN8923,NTN1667	XTS5000, VHF, 6 watt, 512 channel, with charger & spare battery	\$3,873.70
H46KDC9PW5_w/options: Q574,H301,NTN9815,NTN1667	XTS2500, VHF, 5 watt, 48 channel, with charger & spare battery	\$2,153.48
H66KDC9PW5_N w/options: Q574,H301,NTN9815,NTN1667	XTS1500, VHF, 5 watt, 16 channel, with charger & spare battery	\$1,776.50
P25 DIGITAL TRUNKED MOBILE RADIOS:		
T04KLF9SW5_ N w/options: G806,G51,G361,G114,W81,W70	ASTRO SPECTRA PLUS, VHG, 110 watt, 512 channel, model W5, remote mount	\$4,004.91
D04KKF9SW5_N w/options: G806,G51,G361,G114,W81,W70,W496	ASTRO SPECTRA PLUS, VHF, 50 watt, 512 channel, Model W5, remote	\$3,858.21
D04KKF9SW5_N w/options: G806,G51,G361,W70	ASTRO SPECTRA PLUS, VHF, 50 watt, 512 channel, Model W5, front mount	\$3,528.14
P25 DIGITAL CONVENTIONAL PORTABLE RADIOS:		
H09KDF9PW7_N w/options: G806,H35,H14,H301,NTN8294,NTN1667	XTS3000, VHF, 5 watt 255 channel, with charger & spare battery	\$2,725.09

**Purchase Discount Off List Price Not Applicable
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Motorola – Phase I

MODEL NO.	DESCRIPTION	CONTRACT PRICE
H46KDC9PW5_N w/options: h35,H301,NTN9815,NTN1667	XTS2500, VHF, 5 watt, 48 channge, with charger & spare battery	\$1,836.00
H66KDC9PW5_N w/options: Q811,H301,NTN9815,NTN1667	XTS1500, VHF, 5 watt, 16 channge, with charger & spare battery	\$1,409.80
P25 DIGITAL CONVENTIONAL MOBILE RADIOS:		
T99DX/093w w/options: G806,G48,G14,W81,W70	ASTRO SPECTRA, VHF, 110 watt, 255 channel, model W7, remote mount	\$3,254.16
T99DX/092W w/options: G806,G48,G114,W81,W70,W496	ASTRO SPECTRA, VHF, 50 watt, 255 channel, model W7, remote mount	\$3,102.18
T99DX/086W w/options: G806,G48,W70	ASTRO SPECGTRA, VHF, 50 watt, 128 channel, model W4, front mount	\$2,521.08
P25 DIGITAL CONVENTIONAL BASE/REPEATER STATION RADIOS:		
T5365 w/options: X530,X806,_D,X580,X432	QUANTAR, VHF, 125 watt, 16 channel	\$11,629.60
T5365 w/options: X330,X806_D,X580,X432	QUANTAR, VHF, 25 watt, 16 channel	\$10,661.60
ANALOG CONVENTIONAL PORTABLE RADIOS:		
H01QX/194W w/options: H35,H301,NTN1174,N TN7144	MTS2000, VHF, 5 watt, 160 channel with charger & spare battery, model 2	\$1,850.96
H01KDC9AA3_N w/options: H301,NTN7143	HT1000, VHF, 5 watt, 16 channel, with charger & spare battery	\$826.88

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Motorola – Phase I

MODEL NO	DESCRIPTION	CONTRACT PRICE
AAH25KDH9AA6_N w/options: H301,HNN9008_R	HT1250, VHF, 5 watt, 128 channel, with charger & spare battery	\$681.85
AAH25KDC9AA2_N w/options: H301,HNN9008_R	HT750, VHF, 5 watt, 4 channel, with charger & spare battery	\$529.10
ANALOG CONVENTIONAL MOBILE RADIOS:		
M01HX/427W w/options: H35,G325,B81	MCS2000, VHF, 110 watt, 160 channel, model 2, remote mount	\$1,953.63
M01HX/523W w/options:H35,G325,B81	MCS2000,VHF, 25 watt, 160 channel, model 2, front mount	\$1,269.35
AAM25KKD9AA2_N	CDM1250, VHF, 45 watt, 64 channel, front mount	\$556.50
ANALOG CONVENTIONAL BASE/REPEATER STATION RADIOS:		
T5365 w/options: X530,X597_A,X580,X432	QUANTAR, VHF, 125 watt, 16 channel	\$10,049.60
T5544 w/options: X330,X597,X580,X436,X153	MTR2000, VHF, 40 watt, 32 channel	\$3,858.05
P25 MIGRATIONS PLAN GATEWAY SOLUTIONS:		
To be determined for each application	TYPICAL MEDIUM SYSTEM, PER RFP SPECS, AS BID	\$2,488,183.78
To be determined for each application	TYPICAL SMALL SYSTEM, PER RFP SPECS, AS BID	\$1,785,195.50
To be determined for each application	TYPICAL ALTERNATE SMALL SYSTEM, AS BID FOR PHASE I	\$244,473.89

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WSCA RFP DISCOUNTS

RADIO MODEL SERIES (REFER TO MANUFACTURER PRICE PAGES)	DISCOUNT %
<u>DIGITAL MOBILE/DESKTOP RADIOS:</u>	
ASTRO SPECTRA PLUS	18.5%
ASTRO SPECTRA	25.5%
XTL5000 MOBILE	10%
XTL5000 HIGH PERFORMANCE MOBILE DATA MODEMS	10%
<u>DIGITAL PORTABLE RADIOS:</u>	
ASTRO XTS5000	18.5%
ASTRO XTS3000	27%
ASTRO XTS2500	23.5%
ASTRO XTS1500	5%
<u>ANALOG MOBILE/DESKTOP RADIOS:</u>	
MCS2000	26.5%
CDM SERIES (750, 1250, 1550)	25%
LCS2000	20%
<u>ANALOG PORTABLE RADIOS:</u>	
MTS2000	28%
HT1000	36%
HT1250	35%
HT750	35%
EX500/EX600	20%
<u>INFRASTRUCTURE/FIXED EQUIPMENT:</u>	
QUANTAR BASE/REPEATER STATIONS	20%
MTR2000 BASE/REPEATER STATIONS	27%
DIU-3000 DIGITAL INTERFACE UNITS	15%
ASTRO-TAC 3000 VOTING SYSTEM	15%
SPECTRA-TAC VOTING SYSTEM	15%
QUANTAR VOTING RECEIVERS	15%
GOLD ELITE CONSOLES (Gateway)	18.5%
TRUNKED CONTROLLERS (Gateway)	18.5%
STR3000 SIMULCAST/DATABASE STATIONS	15%

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Motorola – Phase I

WSCA RFP 02702

VOLUME DISCOUNT PROGRAM – PHASE 1 ALL CATEGORIES

The volume discount will be cumulative and over the term of the contract.

(Initial Term of Three (3) years)

Additional Discount Off Net Contract Unit Price	Cumulative Total Sales from:	Cumulative Total Sales to:
0%	\$ 5,000,000	\$ 9,999,999
0%	\$ 10,000,000	\$ 14,999,999
0%	\$ 15,000,000	\$ 19,999,999
1%	\$ 20,000,000	\$ 29,999,999
2%	\$ 30,000,000	\$ 39,999,999
3%	\$ 40,000,000	\$ 49,999,999
3%	\$ 50,000,000	\$ 59,999,999
3%	\$ 60,000,000	\$ 69,999,999
3%	\$ 70,000,000	\$ 79,999,999
3%	\$ 80,000,000	\$ 89,999,999
3%	\$ 90,000,000	\$ 99,999,999
3%	\$ 100,000,000	\$100,000,000+

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